

# **Objectives**

### For All to:

- \* to learn about what others have done or do & why they do it.
- Question, discuss & reflect on the above to gain deeper understanding in order to ... ...
- learn something which you can apply in your work and
- to develop the Contracts & Procurement body of knowledge, for wider dissemination.





# Overview of the Day

- Chairs Welcome & Review. Jon Broome, leading edge cc ltd.
  - Use of Value & Risk Management to start the Procurement Process, Lee Griffin, Head of Risk Management, Davis Langdon LLP.
- Partners or just good friends? Mike Taylor, Strategy & Corporate Development Director for BT Global Services Public Sector.
- Continuous Improvement in BAA Procurement Models. Breda Ryan, BAA Capital Projects.
- Using competitive dialogue to deliver a step change in professional learning: Steve Oram, GTC and Alan Wildsmith, Hay Group.
- Incentivising all parties for the Projects Success : Chris Cundy, Group Commercial Director, VT Group plc.

  Selection of a Project Integrator by a variety of Methods : Anne Holden, View 360° Engineering Ltd, Former Team Leader, MARS IPT, MoD.
- Facilitated Sessions.
- Main Group Feedback.

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### **Quick Review of Year**

Unofficially appointed chair mid-last year.

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# Aim of the SIG:

The Contracts & Procurement Specific Interest Group:

- Exists to promote and disseminate knowledge understanding and best practice of contracts and procurement in a project environment.
- Aims is to become a lively and constructive debating forum which takes existing best practice and helps make it better
- Wants to be disseminating this knowledge, understanding and better than best practice through a variety of accessible means.
- Has a long term aspiration to become recognised as an international forum at the leading edge of excellence in contracts & procurement for projects

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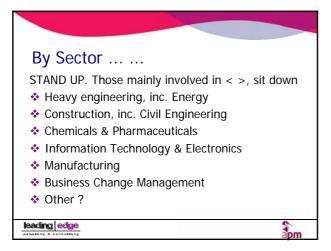
## Quick Review of Year

- Unofficially appointed chair mid-last year.
- Organised conference to find out what delegates wanted wrt Topics & Event Format
- Committee officially appointed early this year. Always responded & pushed me!
- Started a debate on 'soft' vs 'hard' skills in Project in order to raise profile.
- Held a number of evening events & training seminar + this conference. Want to do more ... ... successful events!

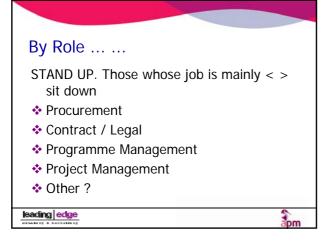














# Partners or just good friends?

Mike Taylor,
Strategy & Corporate Development Director,
BT Global Services Public Sector.

Clarification or Amplification Questions only initially

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# More Questions + Debate for Lee & Mike Observations, Challenges etc. .

# Topics for Reflection & Discussion over Coffee

- Before you go to coffee, individually identify one practical insight, tool or technique that you can apply on a future project.
- Discuss exactly how, when & where you could apply it on your next project(s).

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# Continuous Improvement in BAA Procurement Models. Breda Pyan

Breda Ryan, Projects Control Leader BAA Capital Projects.

Clarification or Amplification Questions only initially

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# Using competitive dialogue to deliver a step change in professional learning

Steve Oram : General Teaching Council for England Alan Wildsmith : Senior Consultant, Hay Group

Clarification or Amplification Questions only initially

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# Incentivising all parties for the Projects Success

Chris Cundy, Group Commercial Director, VT Group plc

Clarification or Amplification Questions only initially



# More Questions + Debate for Breda, Steve, Alan, & Chris. Observations, Challenges etc. .

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# Topics for Reflection & Discussion over Lunch

- Before you go to lunch, identify an aspect of these case studies that is relevant to you in some way.
- Over lunch, swop perspectives with others.

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# Selection of a Project Integrator by a variety of Methods

Anne Holden, View 360° Engineering Ltd, Former Team Leader, MARS IPT, MoD.

Clarification or Amplification Questions only initially

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# Facilitated Sessions - Overview

- 4 Selection Methods to work on in smaller groups, which are something like :
  - Selection mainly on Price
  - Selection mainly on Past Performance
  - Selection mainly on What They Promise
  - Selection mainly by Negotiation or Dialogue
- Move into the groups and allocated areas with 5 to 8 people in each.

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- In these smaller groups, a Flip or Two is developed on each of the sub-topics :
  - i. What are the basics of this method?
  - ii. What are its advantages?
  - iii. What are its disadvantages ... & what are the variants which attempt to overcome these disadvantages ?
  - iv. When would you use this as the primary method of selection?
- Suggested Method in Small Groups:
  - Split into 2 sub-groups to do first draft flips: (i), (ii) & (iv) together, and (iii)
  - Feedback to smaller group & take on board comments
  - Refine / revise flips.
  - Use Facilitator / Speakers as a resource if needs be

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# Main Group Feedback

- Feedback to main group with Facilitator making notes of any comments.
- Flips will be written up, enhanced and placed on website, perhaps with a bit of commentary by me, the Facilitator or a volunteer from the group.



# Conclusions

- Move into 7 groups of 4 odd people, who are different from the ones you worked in before.
- Discuss and agree the Top 3 Useful Things you got from today.
- As an individual get specific about how, when & where you are going to apply these insights.
- As a group, feedback to room your Top insight, but it can't have been mentioned before by another group!

